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DESCRIPTIVE RETAIL PRICE-LIST

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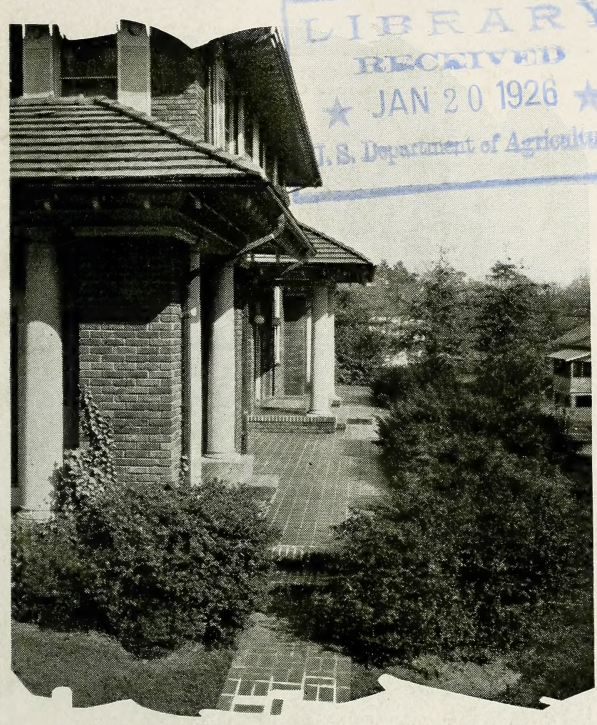


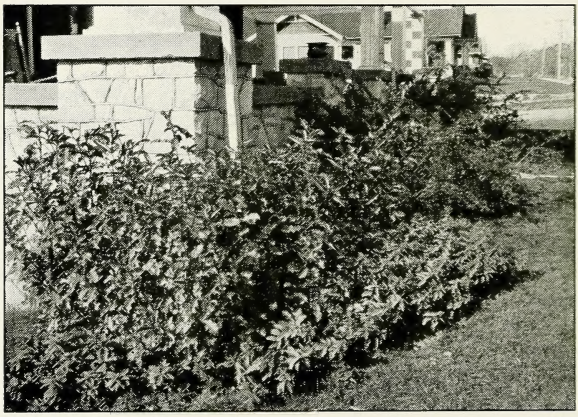
THE

Howard-Hickory Company

Nurserymen, Landscape Gardeners

HICKORY : NORTH CAROLINA

A group of Evergreens that provides a tasteful setting for a suburban home. Gastonia, North Carolina



In this group Evergreen Photinia gives the background all the year, with Hypericum for the color points in summer

One of a "Community Planting" where a definite plan adds to the charm of the entire section

Guarantee

The Howard-Hickory Co. agrees to resupply at half price, f. o. b. shipping point, trees and plants sold at the within-named prices that may die within one year from date of shipment from causes other than abuse or neglect, provided the account is paid promptly, and if the item is then in stock; if not, credit of like amount to be allowed on any other stock selected to take its place.

When you have us do the planting of ornamentals, for which there is an extra charge, any plants that die from causes other than abuse or neglect the first season will be resupplied once FREE, or credited on new selection, f. o. b. Nursery, provided the original account was paid promptly.

The Howard-Hickory Co. exercises the greatest care possible to keep its varieties of fruits true, and holds itself in readiness to reship any trees or plants that may prove otherwise, or refund the original sum of money paid therefor, if reported to it within five years from date of order. It is mutually agreed that it is not further responsible in any case.

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FRUITS

APPLE TREES

4 to 5 feet, 75c each

Varieties in order of ripening

Early Harvest
Yellow Transp't
Liveland
Red Astrachan
Red June
Horse
Bonum
Buckingham
Grimes

Winter Keepers

Ben Davis
Delicious
Jonathan
Rome Beauty
Red Limbertwig
Stayman
Wine Sap
Yates

APRICOT TREES, 1.00 each

Moorpark

CHERRY TREES, $1.00 each

Sweets	Sours
Early Purple	May Duke
Gov. Wood	Richmond
Tartarian	Montmorency

PEAR TREES, $1.00 each

Early Harvest	Le Conte
Bartlett	Garber
Duchess	Keiffer

PLUM TREES, $1.00 each

Red June	Satsuma
Abundance	Damson

PEACH TREES

	each	100
4 to 5 ft.	60c	$35
3 to 4 ft.	45c	$30
2 to 3 ft.	____	$25
Special	75c	

Varieties in order of ripening

Mayflower
Victor
Arp
Yellow Swan
Greensboro
Hiley
Slappey
Champion
Belle Georgia
Chinese Cling
Elberta
Greenville C.
Brackett
J. H. Hale
Late Crawford
Matthews
Heath Cling
Salway
Wonderful
Stinson

MULBERRIES, $1.00 each

Black English

PECAN TREES

3 to 4 ft. $1.50
4 to 5 ft. 2.25
5 to 6 ft. 3.00

Stuart, Schley, Etc.

PERSIMMON, Japan, $1.00 each

WALNUT, BLACK, $1.00 each

GRAPE VINES, 50c each

Moores Early
Lutie
Brighton
Delaware
Niagara
Concord
Catawba
Martha

Muscadine Family, 75c each

Scuppernong
Thomas
James
Misch

FIG BUSHES, 60c each

Brown Turkey
Brunswick
Celeste

STRAWBERRY PLANTS

$2 per 100; $10 per 1000, except Progressive at $15 per M.

Progressive Everbearing
Bubach
Howard
Klondyke
Lady Thompson
G'boro Favorite
Aroma
Gandy

BRAMBLE PLANTS

$2 per doz., $10 per 100

Cuthbert Raspberry
St. Regis Raspberry
Gregg Raspberry
Scarff Raspberry
Early Harvest Blackberry
Lucretia Dewberry

Discounts on Fruits Besides Peach:

10 per cent on 50 trees, 20 per cent on 100

"3 to 4 feet" means that the tree will be 3 feet and over, but under 4 feet. Etc.

The Home Orchard

Well-planned home grounds will certainly contain a few fruit trees and berry bushes, for even a small lot has room for a Cherry Tree, a Pear Tree, a Grape-vine and a half-dozen or more berry bushes. On the larger suburban prospects a consider-

Fruits, Continued

able area should be devoted to fruits. It is entirely practical to raise all that will be needed by the immediate family and probably have some to dispose of to the neighbors or through the markets. In these larger areas, Apples and Peaches can be added to the collection, and it would not be amiss to plant several Pecan trees. Possibly a Strawberry bed could be laid out at one side of the garden, and this luscious fruit not only be served during the strawberry season, but had in reasonable abundance during the late summer and fall by using the everbearing sorts.

Do you know that the twelve great Southern States grow only sixteen apples out of every hundred produced in the whole United States? And that the peaches are even less in quantity? We folks in the South should do better than this. We ought to grow more apples, more peaches, more pears—more fruit of all kinds. We have a favorable climate, good soil, can ship quickly, and ordinarily there is help enough to harvest the crops when at their best. It is a good time to plant that orchard you have been thinking about.

Doesn't breakfast taste better when you have fresh berries or peaches? And is dinner complete without fruit? Your garden will supply all the fresh fruit your family may need from day to day in summer, and a reasonable surplus for preserving. Ask us to help you in selecting the sorts that will fit your needs.

Number of Trees or Plants Required Per Acre Where Planted Various Distances Apart

1 foot apart each way	43,560
3 feet apart each way	4,840
5 feet apart each way	1,742
10 feet apart each way	435
12 feet apart each way	302
15 feet apart each way	193
20 feet apart each way	108
30 feet apart each way	48
40 feet apart each way	27
50 feet apart each way	17

If it is desired to plant a certain number of feet apart in the rows, and have the rows a different number of feet apart, then multiply the distance in feet between the rows by the distance apart the plants are in the rows, the product of which divided into 43,560 will give the number of trees, etc., required per acre.

LANDSCAPE SERVICE

In this department you are rendered complete service; not only can we supply you with the plants, but tell you how they should be used to best advantage, and then actually set them in their proper locations. Write us for further particulars; your success is assured.

Plants Grown For Their Berries

Deciduous Shrubs

Callicarpa purpurea. Round, small, purple berries.

Ligustrum ibota. Oval, medium, blue-black berries.

Ilex verticillata. Round, medium, red berries.

Lonicera morrowi. Abundant medium red berries.

Lonicera tatarica. Small red berries.

Aronia arbutifolia. Small, round, red berries.

Celastrus scandens. Round, medium, yellow to red berries.

Rosa setigera. Medium, red seed pods.

Rosa rugosa. Very large, red seed pods.

Berberis thunbergi. Quantities of small red berries.

Ligustrum amurense. Many blue-black berries.

Symphoricarpos vulgaris. Drooping stems covered with red berries.

Viburnum acerfolium. Terminal bunches of bright red berries.

Viburnum dentatum. Terminal bunches of black berries.

Evergreens With Berries

Ilex lucida. Scattered blue-black berries.

Ligustrum lucidum. Clusters of blue-black berries.

Ligustrum japonicum. Clusters of blue-black berries.

Nandina domestica. Terminal, grape-like clusters of red berries.

Flowering Deciduous Shrubs Relative To Blooming Period

Listed as to time of bloom, from early spring to late summer.

Jasminum nudiflorum.
Lonicera frangrantissima.
Spiraea thunbergi.
Forsythias.
Cydonia japonica.
Spiraea prunifolia.
Mahonias.
Amydalus.
Syringas.
Cercis japonica.
Zanthorhiza apiifolia.
Cercis canadensis.
Prunus, Cherry-pulm.
Azalea amoena.
Azalea hinodigiri.
Cornus florida.
Cornus florida rubra.
Spiraea van houttei.
Spiraea reevesiana flore--pleno.
Deutzia lemoinei.
Deutzia gracilis.
Lonicera morrowi.
Lonicera tatarica.
Weigela.
Viburnum tomentosum plicatum.
Viburnum opulus sterile.
Eleagnus angustifolia.
Azalea lutea.
Spiraea opulifolia.
Kalmia latifolia.
Philadelphus.
Spiraea anthony waterer.
Yucca filamentosa.
Azalea aborescens.
Hydrangea arborescens grandiflora.
Azalea macrantha.
Desmodium.
Hibiscus.
Clethra alnifolia.
Hydrangea paniculata grandiflora.
Rosa rugosa.
Lagerstroemia indica.

Plants that Bloom all Summer

Abelia grandiflora.
Lonicera heckrotti.
Potentilla fruticosa.
Rosa orleans.

Plants for Shady Places

Deciduous

Berberis thunbergi.
Calycanthus floridus.
Hydrangea arborescens grandiflora.
Symphoricarpos vulgaris.
Viburnums.

Broad-Leaved Evergreens

Aucubas.
Ligustrums.
Mahonias.

Coniferous Evergreens

Most of them do well in partial shade

How to Make Your Place The Finest In The Country

Haven't you noticed how much nicer a place looks with a few shrubs and evergreens around the house and yard? Haven't you slowed down your car just to look at such a place? It's the simplest and easiest thing you ever met up with to have such a home of your own.

Set some Maples, Oaks, or other shade trees along the road, and around the lawn; have a hedge of Privet or Barberry instead of an ugly fence; put some evergreens and flowering shrubs in front of the house wall, with a few tall shrubs to screen the back yard—and that's all there is to it.

"Let no owner think for a moment that his home and surroundings have no interest for others. Every person who passes along the street on which his home is located is either attracted or repelled by the appearance; and the impression made by a dilapidated and neglected home is anything but pleasing. . . . If a man has no pride in his home, he can hardly be expected to have much pride in anything else, least of all in his community. Community pride, like charity, begins at home."

If any firm is to succeed in making and retaining satisfied customers, high quality stock only must back up the advertising. That is the kind The Howard-Hickory Co. will send on your order.

Making Dixie Homes Beautiful

In a book recently prepared by Prof. L. H. Bailey, the statement is made that "a landscape is a piece of rural scenery; a prospect comprising views and details of foliage, surface, and other natural features. Usually we conceive of a landscape as extensive, at least distant views, yet in fact it may be small and may derive its extent from the skyview. . . . In suburban places the effort is made to produce bounded landscapes, yet with views, or vistas, to outline remote objects, fields, or woods.

"The aim in planning the home grounds is to produce a picture. The elements in the picture, aside from the atmosphere and sky, are the residences and other buildings; the earth-surface; the planting; the distant prospects, the lawn furniture, the flowerbeds; and lastly, the lines of the subdivisions.

Coniferous Evergreens

As to Ultimate Growth

Trees

Cedrus deodora.
Juniperus japonica sylvestris.
Juniperus oblonga pendula.
Juniperus virginiana.
Juniperus virginiana glauca.
Picea excelsa.
Picea pungens.
Pinus sylvestris.
Thuja occidentalis.
Thuja occidentalis Lobbi.
Thuja orientalis.

Medium Grower

Juniperus excelsa stricta.
Juniperus hibernica.
Retinospora obtusa compacta.
Retinospora filifera.
Retinospora plumosa.
Retinospora plumosa aurea.
Retinospora squarrosa veitchi.
Thuja occidentalis filicodes.
Thuja occidentalis pyramidalis.
Thuja orientalis Rosedale.
Thuja orientalis semi-glauca.
Thuja orientalis pyramidalis.

Smaller

Juniperus japonica.
Juniperus pfitzeriana.
Juniperus sabina.
Juniperus sabina tamariscifolia (almost flat.)
Thuja occidentalis ellwangeriana.
Thuja occidentalis globosa.
Thuja occidentalis Hoveyi.
Thuja occidentalis wareana.
Thuja orientalis aurea nana.

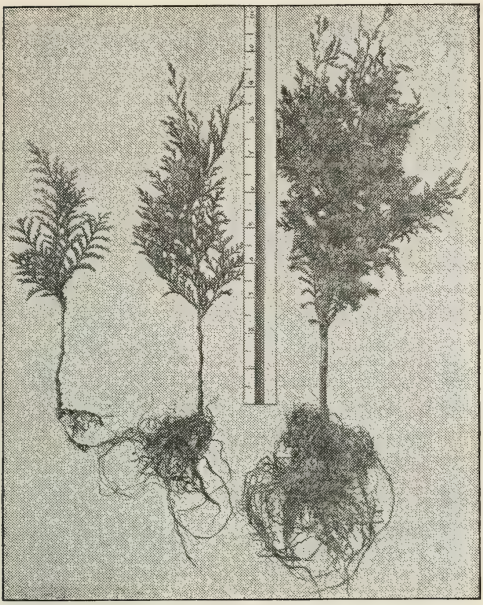
T signifies plants that can be used in tubs, urns, boxes, etc.

S signifies that the plant is usually used as a specimen.

M signifies that the variety is often used for mass planting around foundation, in corners of the lawn, etc.

It is to be remembered, however, that either or all may be used in combination in landscape work. Junipers and Retinosporas can be kept to almost any desired size or shape by judicious pruning. Thujas (Arborvitaes) can be pruned sparingly.

Coniferous Evergreens, continued



1st, 2nd, 3rd season of growth; the tallest only 11 *inches. Its a slow process!*

Cedrus deodora. Indian Cedar. Each.
1½ to 2 feet $5.00

Cupressus ribunei. Blue Cypress. Upright, slightly spreading. Decidedly bluish-green foliage.
1½ to 2 feet 4.00

Juniperus ashfordi. Columnar.
2 to 2½ feet 5.00

Juniperus chinensis Pfitzeriana. Pfitzer's Juniper. Semi-spreading; grey-green. M.
12 to 15 inches spread 3.00
15 to 18 inches spread 4.00
1½ to 2 feet spread 5.00
2 to 2½ feet spread 6.25

Juniperus communis.
2 to 3 feet 4.00

Juniperus douglasi aurea. Spreading. Golden.
2 to 2½ feet spread 6.25

Juniperus hibernica. Irish Juniper. Upright; columnar. S.
2 to 2½ feet 3.50
2½ to 3 feet 5.00
3 to 4 feet 6.25
4 to 5 feet 7.50

Coniferous Evergreens, continued

Juniperus japonica. Dark green. Open growth.
15 to 18 inches spread height 3.00
1½ to 2 feet spread height 4.00

Juniperus luptoni.
2 to 2½ feet 3.50
2½ to 3 feet 5.00

Juniperus oblonga pendula. Medium height; drooping branches; dark green foliage. S.
2½ to 3 feet 4.00

Juniperus Sabina. Savin Juniper. Bushy; semi-erect; dark green foliage M.
15 to 18 inshes spread 3.50

Juniperus sabina tamariscifolia. Tamarix-leaved Savin Juniper. Low, spreading; foliage, mixed green and grey. M.
1½ to 2 feet spread 4.00

Juniperus virginiana. Virginia Red Cedar. Tall. S.
3 to 3½ feet 4.00
3½ to 4 feet 5.00
4 to 4½ feet 6.00

Juniperus virginiana glauca. Blue Virginia Cedar. S. M.
2 to 2½ feet 4.00
2½ to 3 feet 5.00
3 to 3½ feet 6.00
3½ to 4 feet 7.00
4 to 4½ feet 8.00

Picea canadensis. Black Hills Spruce.
1½ to 2 feet 3.00

Picea excelsa. Norway Spruce. Tall grower; standard tree type. S.
1½ to 2 feet 2.50
2 to 2½ feet 3.00
2½ to 3 feet 3.50

Picea pungens. Colorado Green Spruce.
1½ to 2 feet 4.00

Pinus montana mughus. Dwarf mugho pine.
12 to 15 inches 3.00

Pinus sylvestris. Scotch Pine. Tree type. S.
1½ to 2 feet 3.00

Retinospora obtusa compacta. Dwarfish; dark green foliage. M.
1½ to 2 feet 4.00

Coniferous Evergreens, continued

Retinospora plumosa. Plume-like. Medium grower. M.S.

1½ to 2 feet	3.50
2 to 2½ feet	4.25
2½ to 3 feet	5.00
3 to 3½ feet	6.00
3½ to 4 feet	7.00
4 to 4½ feet	8.00

Retinospora plumosa aurea. Golden Plume-like. M. S.

2 to 2½ feet	5.00
2½ to 3 feet	6.00

Retinospora squarrosa veitchi. Fluffy grey foilage. M. S.

15 to 18 inches	3.50
1½ to 2 feet	5.00

Thuja occidentalis. American Arborvitae. Erect, somewhat pyramidal, free grower. S. M.

1½ to 2 feet	2.50
2 to 2½ feet	3.00
2½ to 3 feet	4.00
3½ to 4 feet	6.00
4 to 5 feet	7.00

Thuja occidentalis Ellwangeriana. Tom Thumb Arborvitae. Low, spreading; fluffy, soft foliage. M. T.

15 to 18 inches spread	3.00
1½ to 2 feet spread	4.00

Thuja occidentalis filicoides. Fern-like pyramidal Arborvitae, medium grower. S. M.

1½ to 2 feet	3.50
2 to 2½ feet	4.00
2½ to 3 feet	5.00
3 to 3½ feet	6.00

Thuja occidentalis globosa. Globe Arborvitae. Compact. M. T. S.

12 to 15 inches spread-height	3.00

Thuja occidentalis hoveyi. Roundish, somewhat open growth.

15 to 18 inches spread-height	3.00

Thuja occidentalis pyramidalis. Pyramidal American Arborvitae. M. S.

1½ to 2 feet	3.00
2 to 2½ feet	4.00
2½ to 3 feet	5.00
3 to 3½ feet	6.00
7 to 8 feet	12.00
8 to 9 feet	13.50

Coniferous Evergreens, continued

Thuja occidentalis wareana. Siberian Arborvitae. Slow growing; dark rich green foliage. S.
1½ to 2 feet 3.50

Thuja orientalis. Chinese Arborvitae. Free, open growth. S.
2 to 3 feet 2.50
3 to 4 feet 3.50
4 to 5 feet 5.00
5 to 6 feet 6.50

Thuja orientalis nana. Dwarfish. formal. M. S. T.
15 to 18 inches 3.00
1½ to 2 feet 4.00

Thuja orientalis aurea nana. Dwarf Golden Arborvitae. Very formal. M. S. T.
1½ to 2 feet 6.00
2 to 2½ feet 7.50

Thuja orientalis aurea conspicua. Erect. Intense golden foliage. S. M.
1½ to 2 feet 5.00
2 to 2½ feet 6.50
2½ to 3 feet 7.50

Thuja orientalis pyramidalis. Chinese pyramidal arborvitae. S. M.
3 to 3½ feet 6.50

Thuja orientalis, Rosedale. Compact growth. Fluffy blue foliage. M. S.
2 to 2½ feet 4.00
2½ to 3 feet 5.00
3 to 3½ feet 6.50

Thuja orientalis semi-glauca. Pyramidal growth. Blue foliage.
3 to 3½ feet 6.50

Thuja orientalis semper-aurescens.
3½ to 4 feet 7.50

GREENEVILLE, TENN.

Gentlemen:

I write to know if you will have a representative in our city this summer. I want to purchase a bill of shrubbery from a reputable nursery, and Messrs J. A. Rush and D. D. Park recommend you very highly.

Very truly, D. M. CHASE.

The Plan for Planting

From both the financial and practical standpoint, the owner should give careful attention to the details of a landscape plan, for unless the preliminary work is well thought out the result will not be satisfactory and the expense of planting greatly increased. The lawn is the first thing to be considered, for in the finished work it will be the most important feature. The majority of failures in lawn-making are due to neglect in the preparation of the soil and to the lack of proper drainage. In the southern states it is a rather difficult matter to secure a lawn grass mixture that will give satisfactory results the whole year through.

Foundation Plantings

It may safely be said that the foundation planting is the most important part of landscape work on the small home grounds. As the area enlarges, the taller-growing shrubs, the large evergreens, and the familiar shade trees can be used to an advantage. For foundation plantings, the broad-leaved evergreens stand supreme in a great many cases. They may be had in varying heights and forms, and in foliage markings which combine deep green with tinges of white and yellow. In winter these varieties of colors are extremely attractive.

Where the width of the border will permit, the dwarf evergreens or cone-bearing evergreens may be used as a background. In arranging a foundation planting the landscape man's skill will provide a grouping artistic and beautiful the year around, with a wide range of varieties, at a reasonable cost.

"Even the smallest place, if there is ground enough for plants to grow on, may be made more pleasant and attractive by tasteful planting. Such a planting usually adds a definite financial value."

Some of the most important reasons for planning and planting the home grounds will include the giving of greater enjoyment to others, the upbuilding of the community, and the expression of personal taste in objects of nature. Even the tiniest home should be made to contribute something toward the enjoyment of the people and the beauty of the town in which it is located.

Broad-Leaved Evergreens

With the exception of Magnolia grandiflora, which makes a tall tree, and Pachysandra terminalis, which is a ground-cover, almost all Broad-leaved Evergreens are suitable for mass plantings. Most of them do well in partial shade, and can be kept to almost any height by pruning.

As to Ultimate Growth

Large Bushy

Escallonia macrantha rosea.
Euonymus japonica.
Ilex opaca (tree.)
Laurocerasus officinalis.
Ligustrum japonicum.
Ligustrum quihoui.
Lonicera fragrantissima.
Viburnum rhytidophyllum.

Medium

Abelia grandiflora.
Aucuba.
Berberis illicifolia.
Buxus.
Ilex crenata.
Ilex lucida.
Kalmia latifolia.
Ligustrum aureum.
Ligustrum lucidum.
Ligustrum nepalense.
Lonicera nitida.
Mahonia aquifolium.
Mahonia japonica.
Nandina domestica.
Viburnum tinus.

Small

Azalea amoena.
Azalea hinodegiri.
Azalea macrantha.
Euonymus japonicus microphyllus.
Hypericum calycinum.
Pachysandra terminalis (groundcover).
Yucca filamentosa.

Broad-leaved Evergreens ought to be used freely around our homes. No class of shrubs is better adapted to foundation plantings, for groups at the entrance, or curves in the driveway, or for massing in front of taller cone-bearing evergreens. We would like to see a group of Broad-leaves around every southern home.

Broad-Leaved Evergreens

Abelia grandiflora. Pinkish white, bell-shaped flowers from June to frost.

1½ to 2 feet	1.25
2 to 3 feet	1.50
3 to 4 feet	1.75

Andromeda (Pieris) japonica. Japanese Fetterbush. Waxy white flowers in early spring.

15 to 18 inches	3.00

Aucuba japonica aurea maculata. Gold Dust Plant. Large green leaves with golden spots. Requires partial shade.

15 to 18 inches	2.50
1½ to 2 feet	3.00
2 to 2½ feet	4.00
2½ to 3 feet	5.00

Berberis illicifolia. Holly-leaved Barberry.

2 to 2½ feet	3.00

Berberis stenophilla. Handsome dwarf shrub. Dark green foliage.

1½ to 2 feet	3.50

Berberis Wilsonae. Very distinct shrub. Red fruit. Brilliant fall color.

12 to 15 inch spread-height	3.00

Buxus sempervirens. Common Tree Box.

1½ to 2 feet	4.00

Buxus sempervirens pyramidalis. Pyramidal Tree Box.

12 to 15 inches	3.00
15 to 18 inches	4.00
1½ to 2 feet	5.00

Cotoneaster buxifolia. Abundance of red berries.

1½ to 2 feet spread-height	3.00

Eleagnus reflexa.

2 to 3 feet	3.00
3 to 4 feet	4.00

Escallonia macrantha rosea. Large spreading; finely serrate, rough leaves; terminal racemes of pink flowers.

1½ to 2 feet	2.00

Eunoymus carrieri. Dwarfish.

15 to 18 inches	2.00

Euonymus japonicus microphyllus. Very dwarfish.

12 to 15 inches	3.00
1½ to 2 feet	5.00

Broad-Leaved Evergreens, continued

Euonymus radicans. Good foliage. Half climber.
15 to 18 inches 3.00
2½ to 3 feet, bush form 5.00

Euonymus radicans marginatum. Green foliage with white margins. Half-climber.
1½ to 2 feet 3.50
2½ to 3 feet 5.00

Euonymus radicans vegetus. Red berries in fall. Half climber.
2 to 2½ feet 4.00

Euonymus sieboldi. Brilliant red seed pods. Drops its foliage in some sections.
2½ to 3 feet 5.00

Hypericum calycinum. Aaron's Beard. Attains a height of only about 1 to 1½ feet; large, showy, orange-yellow flowers with large stamens.
Clumps 1.00

Ilex crenata. Japanese Holly. Leaves very similar to Common Tree Box. Black berries.
1½ to 2 feet 4.00
2 to 2½ feet 4.50
2½ to 3 feet 5.00
3 to 3½ feet 6.00

Ilex lucida. Erect growth.
2 to 3 feet 3.00

Ilex opaca. American Holly.
4 to 6 feet 6.00

Ilex vomitoria
2 to 2½ feet 3.50

Laurocerosus caroliniana... Carolina Cherry Laurel.
2 to 3 feet 3.00

Laurocerasus officinalis. English Laurel. Long, broad, dark green leaves; heavy growth.
1½ to 2 feet 5.00
2 to 2½ feet 7.50

Ligustrum japonicum. Japanese Privet. Rapid grower. White flowers; blue-black berries.
2 to 3 feet 3.00
3 to 4 feet 4.00

Ligustrum lucidum. Dark bottle-green foliage; white flowers, black berries.
1½ to 2 feet 2.50
2 to 2½ feet 3.00
2½ to 3 feet 4.00
3 to 3½ feet 5.00

Broad-Leaved Evergreens, continued

Ligustrum nepalense. Smaller leaf than above; more upright.
1½ to 2 feet 2.25
2 to 2½ feet 2.50
2½ to 3 feet 3.50

Ligustrum quihoui. The latest flowering Ligustrum. Blue-black berries. Drops it foliage partially.
3 to 4 feet 3.00

Lonicera fragrantissima. First Breath of Spring.
2 to 3 feet 1.00
3 to 4 feet 1.25

Lonicera nitida. Medium grower. Good foliage.
15 to 18 inches 3.00

Lonicera pileata. Dwarf. Spreading.
12 to 15 inches 3.00
15 to 18 inches 3.50

Magnolia grandiflora. Large white flowers.
See shade trees.

Mahonia aquifolium. Oregon Holly-grape. Yellow flowers in spring; blue berries.
15 to 18 inches spread-height 3.00

Mahonia japonica. Japanese Mahonia. Yellow flowers; blue berries.
1½ to 2 feet 2.50
2 to 2½ feet 3.00
2½ to 3 feet 4.00

Nandina domestica. Japanese Nandina. Upright-growing, numerous reed-like stems; foliage glossy green tinged with red, which assumes beautiful coppery red tones in winter; white flowers followed by bright red berries, which are retained till after Christmas.
15 to 18 inches 2.50
1½ to 2 feet 3.00

Osmanthus aquifolium.
2 to 3 feet 6.00

Photinia serrulata. Plant in rather poor ground.
15 to 18 inches 2.50
1½ to 2 feet 3.00

Viburnum rhytidophyllum. Yellowish white flowers, red berries.
3 to 4 feet 5.00
4 to 5 feet 6.00

Broad-Leaved Evergreens, continued

Yucca filamentosa. Adam's Needle. Long spikes of white flowers in June.

2-year	.75
4-year	1.00

To make America more fruitful and beautiful should be the ambition of every loyal Southerner. It can be done if you will help. It does not mean that you must spend a lot of money, but it does mean that you should have some fruit trees and berries in your home garden; that your house be made cooler in summer by some shade trees, and that a few flowering shrubs give color from spring to fall. A little from every one makes a beautiful town for all.

HENDERSON, N. C.

I am more than pleased with the planting plan made for me. The result is very satisfactory.

Very truly,

(Signed) MRS. ASA A. HARDEE.

JACKSONVILLE, N. C.

Gentlemen:

The trees arrived in good shape. The people complimented them to the highest.

Very respectfully,

(Signed) BEN ASKEW.

GALAX, VA.

The Howard-Hickory Co.,
Hickory, N. C.

Gentlemen:

I received the box of plants yesterday and have already put them out.

They were very nice indeed, and I wish to thank you for sending me such good stock.

(Signed) MRS. W. C. ROBERSON.

THE CASH VALUE OF LANDSCAPING

By Byron V. Kanaley, Real Estate Banker

"I have been in the real estate first mortgage business in Chicago for 18 years and every day I am seeing more and more clearly the value of landsccaping in creating legitimate property and loan values. One of the elements—the largest element—in real estate values (particularly in rsidential property of any kind, whether it be single dwellings or apartments) is what the property will sell for on the ordinary market, to the ordinary purchaser. Now, no one will question the fact that one of the great elements in the sale of residential property is attractiveness, and certainly nothing makes more for attractiveness, or shows off a building better or more strikingly or effectively than proper landscaping.

Even Corporations Are Landscaping Grounds

"I think we can confine ourselves principally to residential values for that is where landscaping is usually employed—though the great industrial corporations of the country have also begun to see the cash value of landscaping. Even our oil and gas stations are things of beauty with a bit of landscaping and lawn and some shrubs and plants. When the Standard Oil Co. spends money on beautifying the grounds about its gas stations you may well know that the work has a cash value and that the money is being spent wisely.

"But is we confine ourselves to residential landscaping, one of the elements of real estate values is, as I say, attractiveness. A house or an apartment building may be ever so well designed, but if the yard is unkept, the grass in bad shape and if there are no shrubs or trees, an appreciable value is gone from that property—far more value than proper landscaping itself would have cost, both initially and to maintain.

"I would say roughly that, for an average ordinary single residence or apartment building, thoughtful and effective landscaping would add to the value of a property several times, perhaps two to five times what the landscaping itself cost. As a matter of hardheaded business, it would seem to me there could be hardly any investments with surer and greater financial returns.

Plantings Promote Mortgage Loans

"As the basis of obtaining a mortgage loan, ladscaping has a distinct value. Grant-

Continued on page 27

Deciduous Flowering Shrubs
As to Ultimate Growth

Large

Acer palmatun.
Amorpha fruticosa.
Baccharis halimifolia.
Cercis canadensis.
Cornus florida.
Crataegus coccinea.
Deutzia crenata.
Deutzia fortunei.
Deutzia Pride of Rochester.
Eleagnus angustifolia.
Forsythia fortunei.
Forsythia intermedia.
Forsythia viridissima.
Hammamelis virginica.
Hibiscus.
Lonicera fragrantissima.
Lonicera morrowi.
Lonicera tatarica.
Philadelphus cor. grandiflora.
Philadelphus coronarius.
Photinia villosa.
Rhus aromatica.
Spiraea opulifolia.
Syringa persica.
Syringa vulgaris.
Vitex agnus-castus.
Weigela candida.
Weigela rosea.

Medium

Amygdalus pumila.
Aronia arbutifolia.
Azalea lutea.
Buddleia.
Cornus alba siberica.
Cornus stolonifera lutea.
Cydonia japonica.
Deutzia gracilis rosea.
Deutzia lemoinei.
Forsythia suspensa.
Hydrangea arborescens grandiflora.
Hydrangea paniculata grandiflora.
Ilex verticillata.
Ligustrum ibota.
Philadelphus boquet blanc.
Rosa rugosa.
Rosa setigera.
Spiraea arguta.
Spiraea prunifolia.
Spiraea reevesiana fl. pl.
Spiraea van houttei.
Symphoricarpus vulgaris.
Viburnum dentatum.

Small

Berberis thunbergi.
Callicarpa.
Clethra alnifolia.
Deutzia gracilis.
Desmodium.
Jasminum nudiflorum.
Potentilla fruticosa.
Spiraea anthony waterer.
Spiraea thunbergi.
Zanthorhiza apiifolia.

Flowering Shrubs—Deciduous

Acer palmatum. Japanese Maple, various colored foliage.
2 to 3 feet 1.25

Amorpha fruticosa. False Indigo. Fine, feathery foliage; dark, violet-purple flowers.
2 to 3 feet ..... .90

Amygdalus pumila (Prunus japonica). Pink-flowering Almond. Double pink flowers in early spring, all along stem.
2 to 3 feet 1.50

Aronia arbutifolia. Red Chokeberry. Attractive for its white flowers in spring and its brilliant red berries later.
2 to 3 feet 1.25

Baccharis halimifolia. Groundsel Bush. Late bloomer. White fluffy flowers.
5 to 6 feet 2.00

Berberis Thunbergi. Japanese Barberry. Thorny; abundance of berries in fall and winter; very fine fall color.
1½ to 2 feet ..... .75
2 to 2½ feet ..... .90

Buddleia. Butterfly Bush. Fragrant, purple flowers in summer. Heavy grower.
2 year ..... .75

Callicarpa purpurea. Abundance of purple berries in fall.
12 to 18 inches ..... .75

Calycanthus floridus. Sweet shrub.
1½ to 2 feet ..... .75

Caryopteris mastacanthus. Very heavy bloomer. Blue flowers late summer.
12 to 18 inches ..... .75

Celastrus scandens. American Bittersweet. Half-climber. Yellow seed-capsules.
2 to 3 feet 1.00

Cercis canadensis. Native Red-bud tree.
2 to 3 feet ..... .75
3 to 4 feet ..... .90

Clethra alnifolia. Summersweet. Fragant white flowers in late summer.
2 to 2½ feet ..... .90

Flowering Shrubs, continued

Cornus alba sibirica. Coral Dogwood. White flowers in spring; red twigs in winter.
2 to 3 feet ..... .90

Cornus florida. Common Dogwood. Mass of white flowers in the spring.
3 to 4 feet 1.50
4 to 5 feet 2.00

Cornus stolonifera lutea. Golden-barked Osier Dogwood. Almost as conspicuous in winter as is Forsythia in the spring. Insignificant white flowers in spring.
2 to 3 feet ..... .90
3 to 4 feet 1.00

Cydonia japonica. Japanese Quince. Abundant red flowers in early spring. Edible fruit.
15 to 18 inches ..... .75

Desmodium. Rose-purple flowers in summer.
2-year ..... .75

Deutzia crenata. White flowers.
2 to 3 feet ..... .90

Deutzia fortunei. Very large white flowers.
2 to 3 feet ..... .90

Deutzia gracilis. Dwarf grower. Mass of white flowers in early spring.
12 to 15 inches ..... .90

Deutzia lemoinei. Medium grower. White flowers.
1½ to 2 feet ..... .75
2 to 3 feet ..... .90

Deutzia scabra. Pride of Rochester. White flowers in June, tinged with pink. Heavy grower.
2 to 3 feet ..... .75

Euonymus alatus. Winged burning-bush. Brilliant fall coloring. Red berries.
2 to 3 feet 2.00
3 to 4 feet 2.50

Forsythia intermedia. Hybrid Golden Bell. Medium grower.
1½ to 2 feet ..... .75

Forsythia suspensa. Drooping Golden Bell.
2 to 3 feet ..... .90

Forsythia viridissima. Golden Bell. Habit erect.
1½ to 2 feet ..... .75

Flowering Shrubs, continued

Hamamelis virginica. Native Witch Hazel.
2 to 3 feet ..... .90

Hibiscus (Althea; Rose of Sharon). Summer bloomer.
2 to 3 feet ..... .90

Anemonaeflorus. Rose or purple with dark base.

Ardens. Double; purple.

Boule de Feu. Double; red.

Duchess de brabant. Double, rose.

Lady Stanley. Double, white crimson center. (1½ to 2 feet at 75c)

Totus Albus. Single white.

Hydrangea arborescens grandiflora, Hills of Snow. Flat, white blooms in summer.
12 to 15 inches ..... .75

Hydrangea paniculata grandiflora. Large, white conical flowers, bronzing in fall; somewhat larger than Paniculata.
1½ to 2 feet ..... .75
2 to 3 feet ..... .90

Hypericum aureum. Taller than Hypericum moserianum. Golden flowers.
2 or 3 feet ..... .90

Jasminum nudiflorum. January Jasimine. Willowy limbs, covered with yellow flowers before leaves appear.
1½ to 2 feet ..... .75
2 to 3 feet ..... .90

Lagerstroemia indica. Crape Myrtle. Beautiful flowers in late summer; crimson, rose pink.
2 to 3 feet 1.25
3 to 4 feet 1.50
4 to 5 feet 2.25

Lagerstroemia indica alba. Crape myrtle white.
2 to 3 feet 1.50
3 to 4 feet 2.00

Ligustrum ibota regelianum. Regel's Privet. Blue-black berries in fall.
3 to 4 feet spread 2.00

Ligustrum pendula. Drooping habit. Good for banks.
1½ to 2 feet spread ..... .90

Lonicera fragrantissima. Early Fragrant Honeysuckle. Free grower.
2 to 3 feet 1.00
3 to 4 feet 1.25

Flowering Shrubs, continued

Lonicera grandiflora rosea. Bush Honeysuckle; rose flowers.
2 to 3 feet ..... .90

Lonicera Morrowi. Bush Honeysuckle. White flowers in spring; red berries in summer and fall.
2 to 3 feet ..... .90

Lonicera tatarica. Bush Honeysuckle. Pink flowers, followed by red berries.
2 to 3 feet ..... .90
3 to 4 feet 1.00

Magnolia purpurea.
2½ to 3 feet 5.00

Philadelphus Bouquet Blanc. Medium grower. White, fragrant flowers.
2 to 3 feet 1.00

Philadelphus coronarius. Sweet Syringa.
2 to 3 feet ..... .75
3 to 4 feet ..... .90

Philadelphus coronarius grandiflorus. Large single white flowers.
2 to 3 feet ..... .75
3 to 4 feet ..... .90

Potentilla fruticosa. Silver gray foliage; continuous bloomer, bright yellow; grows almost any location; dwarfish.
12 to 15 inches ..... .90

Rhus aromatica. Fragrant Sumac. Fragrant odor from crushed leaves. Beautiful fall color.
3 to 4 feet 1.25

Rosa Orleans.
2 yr. 1.00

Rosa rubiginosa.
3 to 4 feet 1.00

Rosa rugosa. Rugose or rough foliage; red or white flowers followed by red fruit. Gorgeous fall coloring.
1½ to 2 feet ..... .75

Rosa setigera.
2 to 3 feet 1.00

Spiraea anthony waterer. Dwarf, bright red flowers all summer if pruned.
1½ to 2 feet ..... .90
2 to 2½ feet 1.00

Spiraea arguta. Medium grower; white flowers in spring. Feathery foliage.
2 to 3 feet ..... .90
3 to 4 feet 1.00

Flowering Shrubs, continued

Spiraea prunifolia fl.-pl. Bridal Wreath. Stems loaded with double white flowers in spring.
2 to 3 feet ..... .90

Spiraea reevesiana. Heavy umbels of white flowers in early summer.
15 to 18 inches ..... .75

Spiraea Reevesiana fl.-pl. Heavy bloomer. Double white flowers in spring.
2 to 3 feet ..... .75

Spiraea thunbergi. Dwarf. Mass of white flowers in early spring.
15 to 18 inches ..... .75

Spiraea van houttei. Drooping growth; white flowers in spring.
2 to 3 feet ..... .75

Styrax japonica. Summer bloomer. Fragrant flowers.
2 to 3 feet ..... .90

Symphoricarpos vulgaris. Coralberry. Stems drooping and covered with red berries in fall and early winter. Very effective.
2 to 3 feet ..... .75
3 to 4 feet ..... .90

Symphoricarpus racemosus.
1½ to 2 feet ..... .90

Syringa Charles X. Reddish purple.
15 to 18 inches ..... .90

Syringa vulgaris. Common Purple Lilac.
2 to 3 feet ..... .75

Syringa vulgaris alba. Common White Lilac.
3 to 4 feet 1.00

Viburnum dentatum. Arrowwood. Good in shady locations; glossy green leaves; black berries.
3 to 4 feet ..... .90

Viburnum opulus nanum. Dwarf Snowball. Good foliage for borders.
10 to 12 inches ..... .75

Viburnum tomentosum plicatum. Japanese Snowball. Does best only in partial shade.
15 to 18 inches ..... .90

Vitex agnus-castus. Hemp-tree. Lilac colored, fragrant flowers in terminal clusters in late summer.
3 to 4 feet 1.25

Weigela hendersoni.
2 to 3 feet ..... .90

Flowering Shrubs, continued

Weigela nana variegata. Rose flowers in early summer; golden tinted foliage.
15 to 18 inches ..... .75
1½ to 2 feet ..... .90

Weigela rosea. Rose flowers in summer; very heavy grower.
2 to 3 feet ..... .90

Weigela van houtte.
2 to 3 feet ..... .90

Xanthorhiza apiifolia. Yellow-Root. Good foliaged ground-cover.
1½ to 2 feet ..... .75

FRANKLIN, N. C.

The shrubs seem to be growing beautifully, and many of my friends express themselves as being very much pleased with the planting; I know I am.

Sincerely, (Miss) MARGARET ROGERS

Trustworthy Trees & Plants
Members
American Association of Nurserymen
Southern Nurserymen's Asso.

Continued from page 19

ing that the basic value of the property is proper, the landscaping will have a material effect in determining the terms of a loan in favor of the borrower—at lower rates and with more advantageous payments of principal. For a well landscaped property means a more readily salable property if it ever has to be sold; it is one upon which a loan is more attractive, and more highly merchantable to the investor. How many times in my experience I have heard an investor say: "This is good property"—"It's well kept up"—"it looks nice"—"it looks as though it had a good owner." It is well to bear in mind that a high merchantability of the loan means a saving in doldals and cents to the bollower—granting

"I would like also to impress upon you this thought, which to a mortgage man is important, and which has a very important connection with the "Cash Value of Landscaping," namely, that the basic value of the property for loan purposes being granted, the next great consideration in a real estate mortgage is the moral risk.

Landscaping and the "Moral Risk"

"A man who takes good care of his property, who has what everyone calls a clean, attractive property, is in most cases a self-respecting man who respects his home or his holdings and therefore, in most cases respects his obligations, his neighbors and his community. He is a man who has his reward even beyond a consciousness of being a self-respecting citizen, for he has added a distinct cash value to his property and, in some degrees, to every other property nearby. And if his example is contagious (as it is apt to be) he has added a distinct money value to his whole neighborhood.

"I think it is exceedingly interesting and important for you to know, and for the general public that you serve to know, that many of the individual members of the vast mortgage industry of this city have frequently expressed themselves as being thoroughly in accord with the idea of the beautifying of property, deeply sensible of the stabilizing and increased value of real estate of proper landscaping and, in effect, thoroughly in sympathy with the ideals and ideas and great work to which you gentlemen who have gathered here today have dedicated yourselves. And I think that feeling is probably shared by others of our business throughout the country."

Shade and Ornamental Trees

The larger sizes of Norway Maples, Catalpa and the Oaks can be sent only to near-by trucking points, except for extra packing charges; all should be heavily pruned.

Acer dasycarpum. Silver Maple. Very light foliage.
6 to 8 feet 1.50
8 to 10 feet, 1¼ to 1½ in. cal., ... 2.50
10 to 12 feet, 1½ to 2 in. cal., ... 3.50
12 to 14 feet, 2 to 2½ in. cal., ... 5.00

Acer platanoides. Norway Maple. Dark green foliage; roundish symmetrical head.
(Only a limited quantity.)
10 to 12 feet, 2 to 2½ in. cal., ... 10.00
12 to 14 feet, 2 to 2½ in. cal., ... 12.50

Acer saccharum. Sugar maple. Very tall grower, stately. The fall coloring is simply gorgeous.
8 to 10 feet, 1¼ to 1½ in. cal., ... 3.00
12 to 14 feet, 1¾ to 2 in. cal., ... 5.00

Catalpa bungei. Small umbrella-type tree. 4 year head.
5 to 6 feet 5.00
6 to 7 feet 6.00

Ginkgo biloba (Salisburia adiantifolia) Maidenhair Tree. Something different.
8 to 10 feet, 1¼ to 1½ in. cal., ... 4.00
10 to 12 feet, 1½ to 1¾ in. cal., ... 5.00
12 to 14 feet, 1¾ to 2 in. cal., ... 6.00

Lagerstroemia indica. Crape Myrtle. Crimson, rose pink.
5 to 6 feet, tree form 4.00
6 to 7 feet, tree form 5.00

Magnolia grandiflora. Evergreen. Large, fragrant white flowers.
1½ to 2 feet 2.00
2 to 2½ feet 3.00
2½ to 3 feet 4.00

Malus. Double-flowering crab-apple.
3 to 4 feet 1.25

Melia azedarach umbraculiformis. Texas umbrella tree. Subject to winter-kill in some sections.
3 to 4 feet 1.50

Platanus americana. Sycamore.
8 to 10 feet, 1¼ to 1½ in. cal., ... 3.50

Populus berolinensis. Volga Poplar. Fast grower; more spreading than Lombardy.
6 to 8 feet 1.50
8 to 10 feet 2.50
10 to 12 feet 3.50

Populus nigra fastigiata. Lombardy Poplar. Quick grower; columnar.
6 to 8 feet 1.75

Prunus. Compass cherry-plum.
3 to 4 feet 1.50

Prunus persica. Double flowering peach.
3 to 4 feet 1.25

Prunus pissardi. Purple-leaf plum.
2 to 3 feet 1.25

Quercus nigra (aquatica). Water Oak. Narrow leaves.
8 to 10 feet, 1½ to 1¾ in. cal.,.... 6.00

Quercus palustris. Pin Oak. Symmetrical broad pyramidal crown; drooping branches. (The larger sizes in limited quantity.)
8 to 10 feet, 1¼ to 1½ in. cal.,.. $5.00
10 to 12 feet, 1½ to 2 in. cal.,.... 6.00
10 to 12 feet, 2 to 2½ in. cal.,..... 7.50
10 to 12 feet, 2½ to 3 in. cal., ... 9.00
12 to 14 feet, 2½ to 3 in. cal.,.....12.00
12 to 14 feet, 3 to 3½ in. cal.,.....15.00

Quercus phellos. Willow Oak.
7 to 8 feet 4.00
8 to 10 feet, 1½ to 1¾ in. cal.,.... 6.00
10 to 12 feet, 1¾ to 2 in. cal.,..... 7.50

Salix caprea. Pussy Willow.
2 to 3 feet 1.00
3 to 4 feet..... 1.50

Syringa japonica. Japanese tree lilac.
6 to 7 feet 5.00

Tilia americana. American Linden; Basswood. Good grower; large heartshaped leaves.
6 to 8 feet 5.00

Ulmus americana. American White Elm. Heads high; fine for street tree.
7 to 8 feet..... 2.50
8 to 10 feet, 1¼ to 1½ in. cal.,.... 3.00
10 to 12 feet, 1¾ to 2 in. cal.,.... 4.00
12 to 14 feet, 2 to 2½ in. cal.,..... 6.00
12 to 14 feet, 2½ to 3 in. cal.,..... 7.50

Walnut, Black.
3 to 4 feet..... 1.00
4 to 5 feet 1.25

ROSES

Field Grown, $1.00 each

After considerable study of the ROSE situation as to varieties, we bring you this list with the earnest belief that it is the very best for this Piedmont section. Except the Ramblers and the three varieties marked H. P., they are all Everbloomers.

White Roses

Frau Karl Druschki. White Am. Beauty, Snow Queen. Large, velvety.

Kaiserin Augusta Victoria. Pure White. A good bloomer.

White Mamon Cochet. Creamy white tinged with blush pink.

White Killarney. Pure white, long buds.

Pink Roses

Columbia. A big rose; glowing pink.

Los Angeles. Flame pink, toned with coral and gold.

Mlle. Cecil Brunner. Another good bedding sort.

Mrs. B. R. Cant. Deep rose, buff at center.

Ophelia. Salmon-flesh-rose; large.

Paul Neyron. H. P. Very large; deep rose.

Pink Mamon Cochet. Light pink; large and full.

Radiance. Rosy carmine. One of the very best.

Wm. R. Smith. Salmon rose-pink

Winnie Davis. Apricot pink.

Red Roses

Crimson Queen. Velvety; large.

Etoile de France. Red-crimson, velvety.

Eugene Marlitt. Rich bright carmine; very vigorous.

Edward Mawley. Dark red.

General Jacqueminot. H. P. Crimson-scarlet.

Helen Gould. Light Watermelon red.

Hoosier Beauty. Velvety, crimson-scarlet.

Lafayette. Brilliant cherry crimson.

Orleans. Very fine for bedding and for borders.

Red Radiance. Rich, deep red.

Rhea Reid. Rich dark, velvety red.

Ulrich Brunner. H. P. Cherry red. The best sub. for Am. Beauty.

Yellow Roses

Alexander Hill Gray. Large, deep yellow throughout.

Blumenschmidt. Citron Yellow.

Golden Ophelia. Very fine in bud, golden; glossy foliage.

Lady Hillingdon. Golden yellow, growing intensity.

Mme. Jenny Guillemot. Canary-saffron yellow.

Climbers, Everblooming

Marechel Niel. Golden yellow. The old favorite.

Climbing E. de France. Red.

Climbing Kaiserin. Pure White.

Climbing Killarney. Pink; pointed buds.

Climbing Ophelia. Salmon-flesh-rose.

Ramblers. Bloom only once in a season as a rule

$1.00 each, $75.00 per 100

American Pillar. Pink, large flowers with white eyes, yellow stamens.

Bess Lovett. Bright Red; glossy foliage.

Dr. W. Van Fleet. Flesh pink on outer surface, rosy centers.

Dorothy Perkins. Deep pink; subject to mildew in some sections.

Emily Gray. Golden yellow; semi-double; glossy hollylike foliage.

Excelsa. Red; glossy foliage.

Gardenia. Yellow, double; most excellent foliage.

Silver Moon. Pure white, very large flowers, yellow stamens, followed by red berries.

Department of Public Instruction
State of North Carolina
RALEIGH

My dear Mr. Howard:

The other morning, as I was passing by the Longview School, I took two little kodaks which I am sending to you. I can't tell you how pleased I was with the nice planting on those grounds. You have done a piece of work which will have its influence throughout the entire State, and I wish to express my appreciation of it.

Sincerely, JOHN J. BLAIR.

Director School House Plans.

Vines

Deciduous

Lonicera heckrotti. Vine Honeysuckle with red flowers all summer.
2-year 1.00

Wistaria sinensis. Purple Wistaria. Bears long clusters of purple flowers.
3-year 1.00

Wistaria sinensis alba.
2-year 1.00

Evergreen

Euonymus radicans, etc. See broad-leaf evergreens.

Hedera helix. English Ivy. Glossy, green, heavy foliage.
2-year ..... .90

Ornamental Grasses

Eulalia japonica gracillima. Green in color. Heavy grower.
Clumps $1.50

Hedge Plants

Ligustrum amurense. Amoor River Privet. Evergreen.
2 to 3 feet, per 100 ..... $10.00
(Privet is always cut back to about six inches before shipping.)

100 Shrubs for hedges etc., at 10 per cent discount from "each" rate.

ROCK HILL, S. C.

Gentlemen:

Please put my name on your mailing list. I am very much interested in shrubbery and roses for fall. You have been recommended to me by several people here.

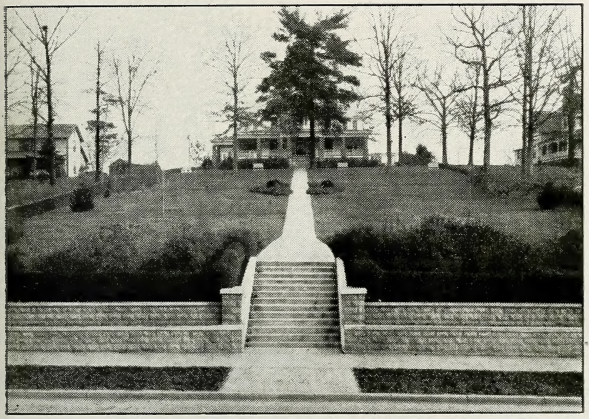
Very truly yours,
MRS. L. DON MATHEWS.

LENOIR, N. C.

You have sent me lovely specimens.

MRS. GEO. F. HARPER.

Ligustrum lucidum, growing from 10 to 12 feet tall, makes a splendid porch screen



A hedge of Box with flowering shrubs make a year-round entrance planting of evergreen foliage and colored blooms

A fleet of motor trucks insures prompt delivery of trees to all near-by points

Panoramic View of a portion of The Howard-Hickory Co. Nursery at Hickory, North Carolina, on Southern Railway and Route No. 10